



**Proposal Evaluation  
Aftermarket Vehicle Parts and Supplies RFP #100124**

Possible Points	Pass/Fail	AutoZone Parts, Inc.	Buyers Products Company, Inc.	Cummins Inc.	DG Technologies	Doc's Diesel	Elliott Auto Supply Co Inc.	Genuine Parts Company dba NAPA auto Parts	Global Wholesale Machinery Inc.	Golden Supply Inc	Henderson Products Inc
		<b>Conformance to RFP Requirements</b>		Pass	Pass			Pass	Pass	Pass	Pass
<b>Financial Viability and Marketplace Success</b>	50	39	37			29	36	45	36	35	
<b>Ability to Sell and Deliver Service</b>	150	129	117			91	122	134	103	96	
<b>Marketing Plan</b>	100	79	74			58	80	87	61	58	
<b>Value Added Attributes</b>	100	79	62			47	79	87	55	59	
<b>Depth and Breadth of Offered Equipment, Products, or Services</b>	200	165	116			85	163	173	119	95	
<b>Pricing</b>	400	294	254			256	265	321	240	270	
<b>Total Points</b>	<b>1,000</b>	784	659			566	744	847	613	612	
Rank Order		4	12			17	7	1	15	16	

Possible Points	Pass/Fail	Ice Glen Holdings, Inc.	Imperial Supplies Holdings Inc	Jasper Engine Exchange	O'Reilly Auto Enterprises LLC	Paccar Parts (PACCAR, Inc.)	PAI Holdco, Inc.	Parts For Trucks, Inc.	Radio Engineering Industries, Inc. (REI)	TerriCorp Inc	Utilitac Equipment and Upfitting	Vehicle Maintenance Program
		<b>Conformance to RFP Requirements</b>		Pass	Pass	Pass	Pass	Pass	Pass	Pass		Pass
<b>Financial Viability and Marketplace Success</b>	50	34	41	43	44	41	35	35		34	37	36
<b>Ability to Sell and Deliver Service</b>	150	99	126	127	129	128	108	113		104	109	110
<b>Marketing Plan</b>	100	66	84	78	76	82	59	63		63	70	62
<b>Value Added Attributes</b>	100	69	84	83	82	81	67	64		72	63	62
<b>Depth and Breadth of Offered Equipment, Products, or Services</b>	200	151	168	159	173	160	168	144		115	138	141
<b>Pricing</b>	400	245	312	251	281	285	314	211		285	278	237
<b>Total Points</b>	<b>1,000</b>	664	815	741	784	776	749	629		673	693	649
Rank Order		11	2	8	3	5	6	14		10	9	13

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